

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	103	109	-5.5%	222	210	+5.7%
New Listing Volume	\$41,573,976	\$47,549,202	-12.6%	\$85,865,170	\$82,581,542	+4%
Active Listing Count	262	406	-35.5%	N/A	N/A	
Active Listing Volume	\$136,974,390	\$188,618,885	-27.4%	N/A	N/A	
Average Listing Price	\$522,803	\$464,579	+12.5%	\$509,715	\$455,571	+11.9%
Median Listing Price	\$424,957	\$399,900	+6.3%	\$419,735	\$393,962	+6.5%
Median Days in RPR	112.5	148.5	-24.2%	105.99	144.21	-26.5%
Months of Inventory	2.4	5.6	-57.6%	4	5.7	-29.8%
Absorption Rate	42.37%	17.98%	+24.4%	24.95%	17.51%	+7.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	123	118	+4.2%	245	208	+17.8%
New Pending Sales Volume	\$42,553,548	\$43,393,749	-1.9%	\$82,387,977	\$74,594,549	+10.4%
Pending Sales Count	196	190	+3.2%	N/A	N/A	
Pending Sales Volume	\$70,514,649	\$73,192,074	-3.7%	N/A	N/A	
Closed Sales Count	85	63	+34.9%	196	136	+44.1%
Closed Sales Volume	\$29,182,630	\$22,857,743	+27.7%	\$73,856,501	\$46,683,716	+58.2%
Average Sales Price	\$343,325	\$362,821	-5.4%	\$376,819	\$343,263	+9.8%
Median Sales Price	\$296,000	\$300,000	-1.3%	\$313,556	\$299,289	+4.8%

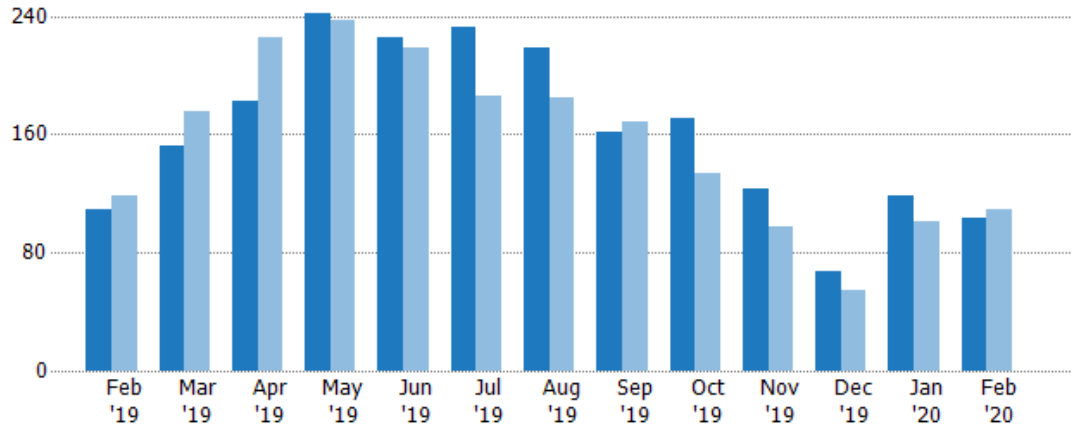
## New Listings

The number of new residential listings that were added each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Feb '20	103	-5.5%
Feb '19	109	-7.6%
Feb '18	118	5.9%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	109	152	182	242	226	233	219	161	171	123	67	119	103
Prior Year	118	176	226	237	218	186	185	169	134	98	55	101	109
Percent Change from Prior Year	-8%	-14%	-19%	2%	4%	25%	18%	-5%	28%	26%	22%	18%	-6%

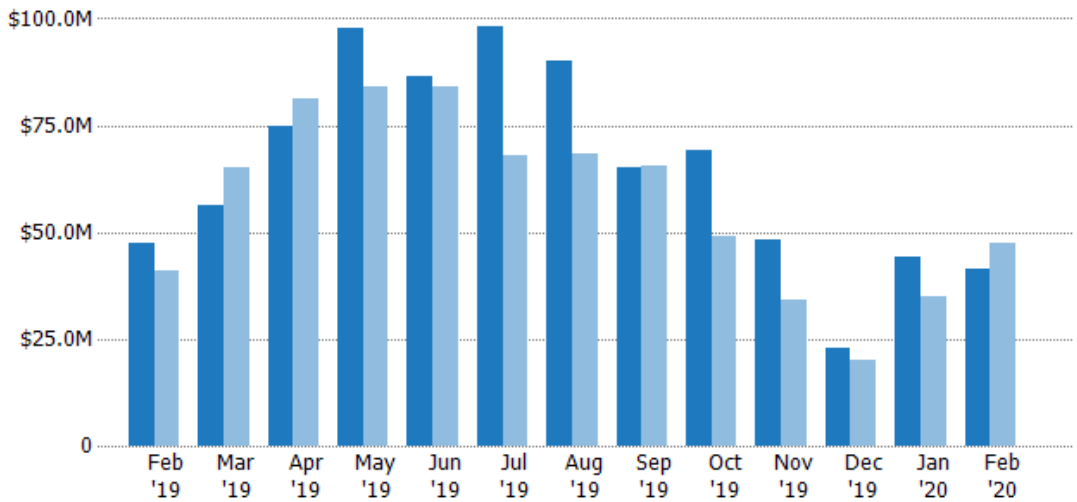
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$41.6M	-12.6%
Feb '19	\$47.5M	16.2%
Feb '18	\$40.9M	11.2%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$47.5M	\$56.4M	\$74.6M	\$97.6M	\$86.5M	\$98M	\$90.2M	\$65.1M	\$69M	\$48.1M	\$22.9M	\$44.3M	\$41.6M
Prior Year	\$40.9M	\$65.1M	\$81.3M	\$84.2M	\$84.2M	\$68.1M	\$68.5M	\$65.4M	\$48.9M	\$34M	\$20.2M	\$35M	\$47.5M
Percent Change from Prior Year	16%	-13%	-8%	16%	3%	44%	32%	-1%	41%	41%	13%	26%	-13%

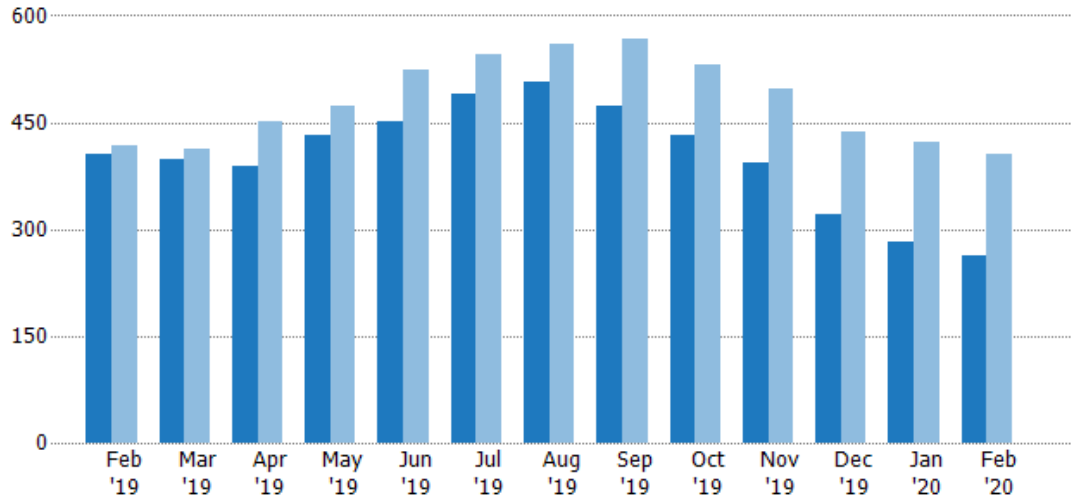
## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Feb '20	262	-35.5%
Feb '19	406	-2.6%
Feb '18	417	12.2%



Current Year	406	397	388	433	451	489	507	473	431	393	320	283	262
Prior Year	417	413	451	473	524	546	561	568	530	497	437	422	406
Percent Change from Prior Year	-3%	-4%	-14%	-8%	-14%	-10%	-10%	-17%	-19%	-21%	-27%	-33%	-35%

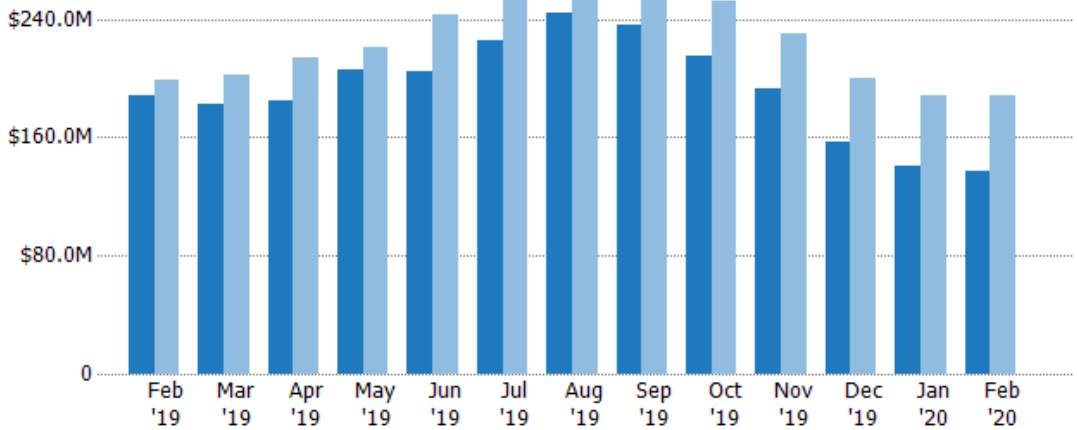
## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$137M	-27.4%
Feb '19	\$189M	-5.2%
Feb '18	\$199M	-1.6%



Current Year	\$189M	\$183M	\$184M	\$206M	\$205M	\$226M	\$244M	\$236M	\$215M	\$193M	\$157M	\$141M	\$137M
Prior Year	\$199M	\$202M	\$214M	\$221M	\$243M	\$257M	\$263M	\$266M	\$252M	\$230M	\$200M	\$189M	\$189M
Percent Change from Prior Year	-5%	-10%	-14%	-7%	-16%	-12%	-7%	-11%	-15%	-16%	-22%	-25%	-27%

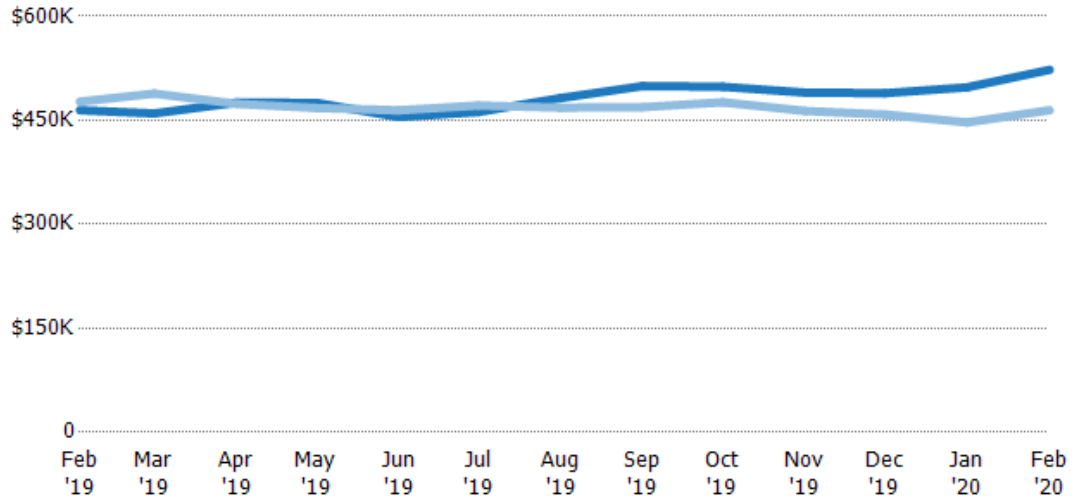
## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Feb '20	\$523K	12.5%
Feb '19	\$465K	-2.6%
Feb '18	\$477K	-12.3%



Current Year	\$465K	\$460K	\$475K	\$475K	\$455K	\$462K	\$482K	\$499K	\$498K	\$490K	\$489K	\$498K	\$523K
Prior Year	\$477K	\$488K	\$474K	\$468K	\$464K	\$471K	\$468K	\$469K	\$476K	\$463K	\$458K	\$447K	\$465K
Percent Change from Prior Year	-3%	-6%	0%	2%	-2%	-2%	3%	7%	5%	6%	7%	11%	13%

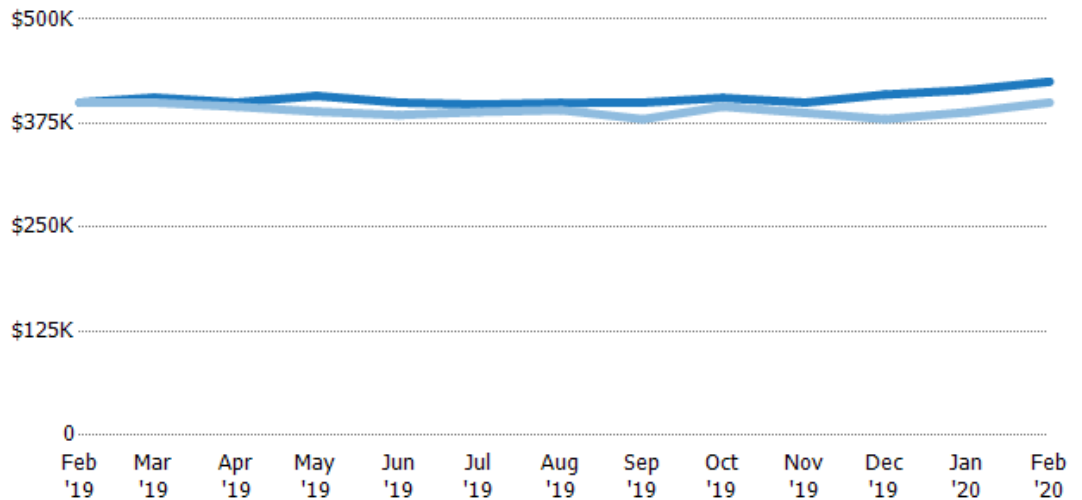
## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Feb '20	\$425K	6.3%
Feb '19	\$400K	0%
Feb '18	\$400K	-4.2%



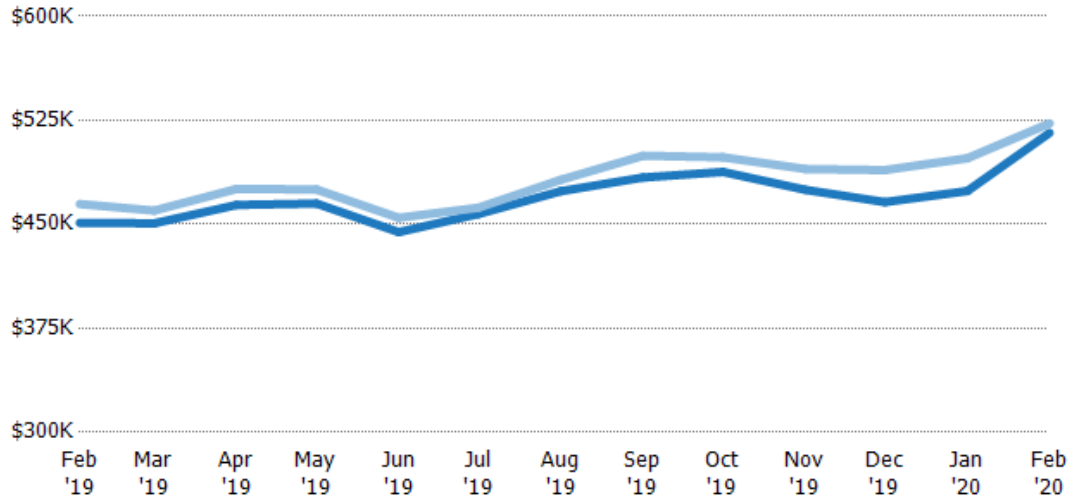
Current Year	\$400K	\$406K	\$400K	\$408K	\$400K	\$398K	\$400K	\$400K	\$406K	\$400K	\$410K	\$415K	\$425K
Prior Year	\$400K	\$400K	\$395K	\$389K	\$385K	\$389K	\$391K	\$380K	\$395K	\$388K	\$380K	\$388K	\$400K
Percent Change from Prior Year	0%	2%	1%	5%	4%	2%	2%	5%	3%	3%	8%	7%	6%

## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



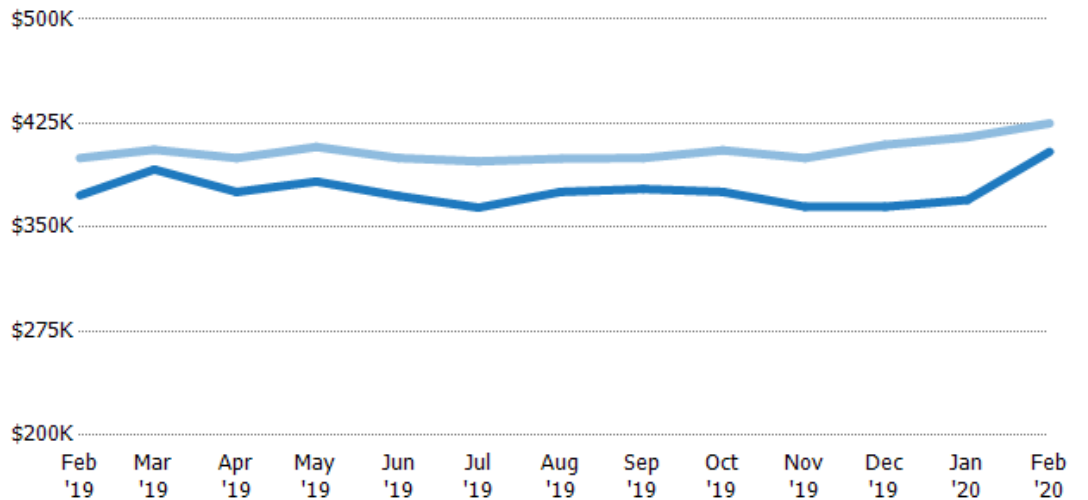
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$451K	\$451K	\$464K	\$465K	\$444K	\$457K	\$474K	\$484K	\$488K	\$475K	\$466K	\$474K	\$516K
Avg Listing Price	\$465K	\$460K	\$475K	\$475K	\$455K	\$462K	\$482K	\$499K	\$498K	\$490K	\$489K	\$498K	\$523K
Avg Listing Price as a % of Avg Est Value	103%	102%	102%	102%	102%	101%	102%	103%	102%	103%	105%	105%	101%

## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



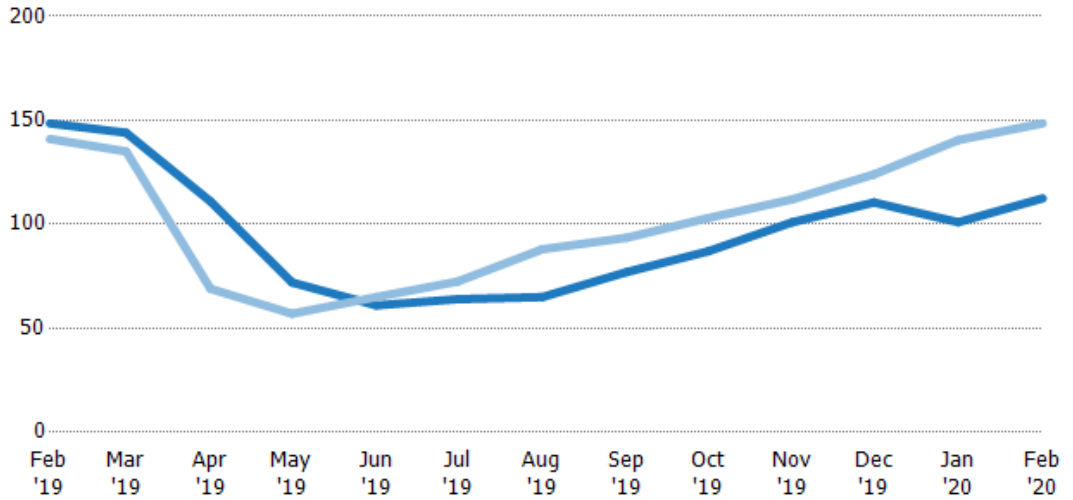
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$373K	\$392K	\$375K	\$383K	\$373K	\$364K	\$376K	\$378K	\$375K	\$365K	\$365K	\$370K	\$404K
Median Listing Price	\$400K	\$406K	\$400K	\$408K	\$400K	\$398K	\$400K	\$400K	\$406K	\$400K	\$410K	\$415K	\$425K
Med Listing Price as a % of Med Est Value	107%	104%	107%	106%	107%	109%	106%	106%	108%	110%	112%	112%	105%

## Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



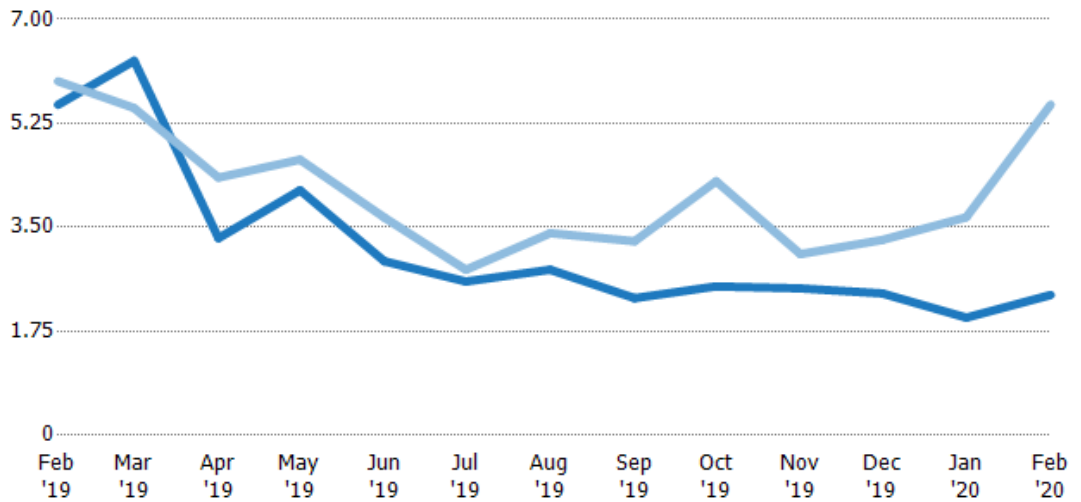
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	149	144	111	72	61	64	65	77	87	101	111	101	113
Prior Year	141	135	69	57	65	72.5	88	93.5	103	112	124	141	149
Percent Change from Prior Year	5%	7%	61%	26%	-6%	-12%	-26%	-18%	-16%	-10%	-11%	-28%	-24%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



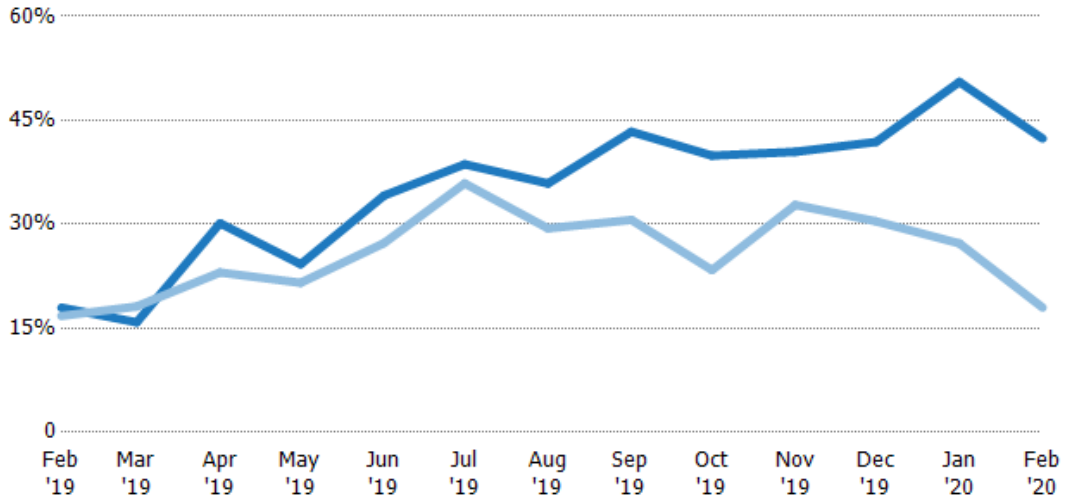
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	5.56	6.3	3.32	4.12	2.93	2.59	2.79	2.31	2.51	2.47	2.39	1.98	2.36
Prior Year	5.96	5.51	4.34	4.64	3.66	2.79	3.4	3.26	4.27	3.05	3.29	3.67	5.56
Percent Change from Prior Year	-7%	14%	-24%	-11%	-20%	-7%	-18%	-29%	-41%	-19%	-27%	-46%	-58%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



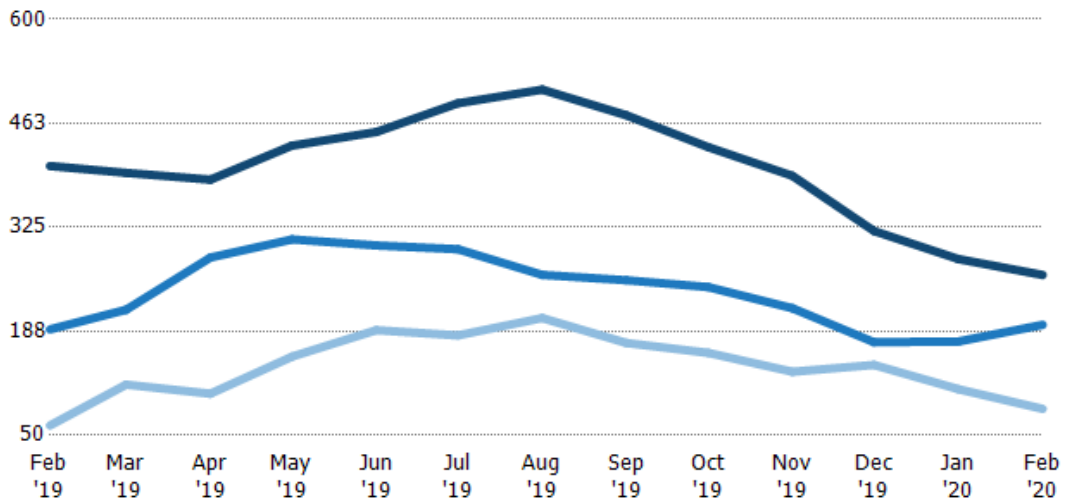
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	18%	16%	30%	24%	34%	39%	36%	43%	40%	40%	42%	51%	42%
Prior Year	17%	18%	23%	22%	27%	36%	29%	31%	23%	33%	30%	27%	18%
Change from Prior Year	-1%	2%	-7%	-3%	-7%	-3%	-6%	-13%	-17%	-8%	-11%	-23%	-24%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	406	397	388	433	451	489	507	473	431	393	320	283	262
Pending	190	216	285	309	301	296	262	255	246	218	173	174	196
Sold	63	117	105	154	189	182	205	172	159	134	143	111	85

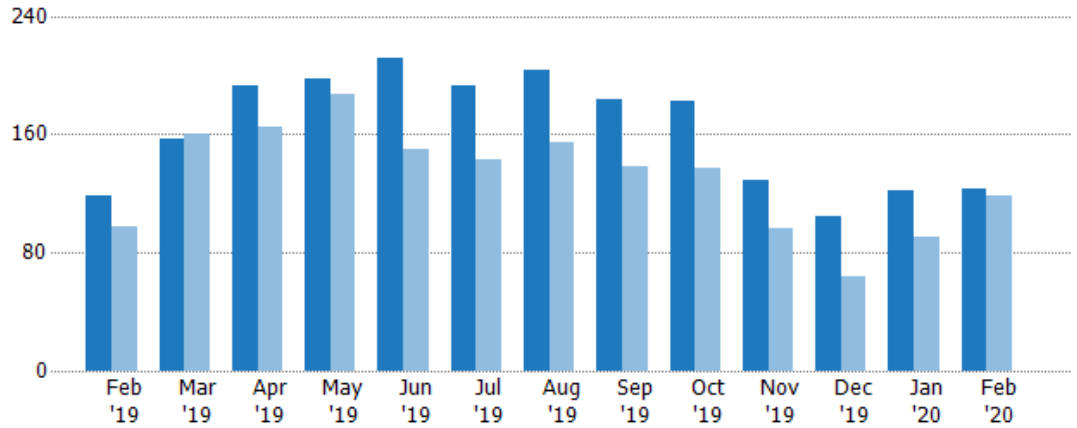
## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Feb '20	123	4.2%
Feb '19	118	20.4%
Feb '18	98	0%



Current Year	118	157	193	198	212	193	203	184	183	129	105	122	123
Prior Year	98	160	165	187	150	143	154	138	137	96	64	90	118
Percent Change from Prior Year	20%	-2%	17%	6%	41%	35%	32%	33%	34%	34%	64%	36%	4%

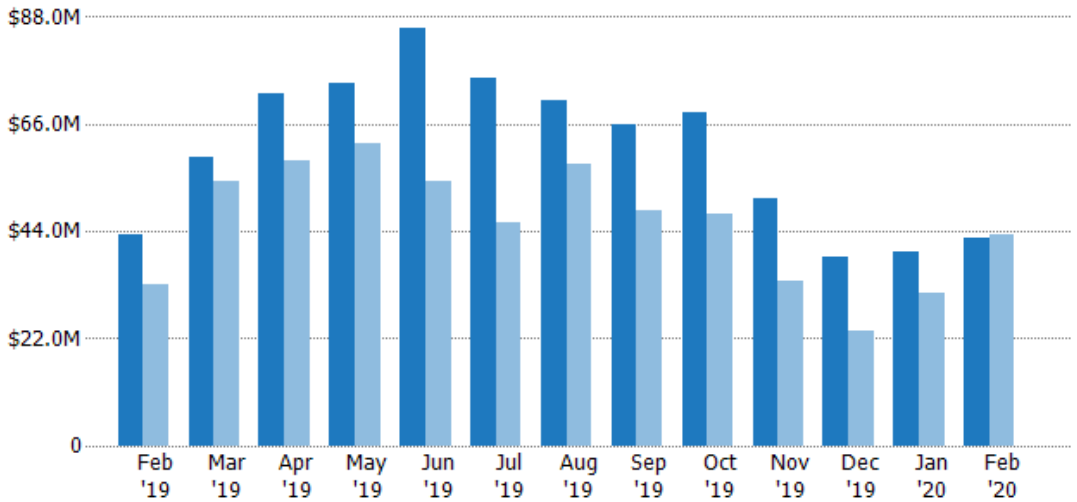
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$42.6M	-1.9%
Feb '19	\$43.4M	30.9%
Feb '18	\$33.1M	-10.8%



Current Year	\$43.4M	\$59.1M	\$72.4M	\$74.3M	\$85.8M	\$75.3M	\$70.8M	\$66M	\$68.2M	\$50.9M	\$38.8M	\$39.8M	\$42.6M
Prior Year	\$33.1M	\$54.2M	\$58.3M	\$61.9M	\$54.4M	\$45.9M	\$57.9M	\$48.4M	\$47.7M	\$33.8M	\$23.5M	\$31.2M	\$43.4M
Percent Change from Prior Year	31%	9%	24%	20%	58%	64%	22%	36%	43%	51%	65%	28%	-2%



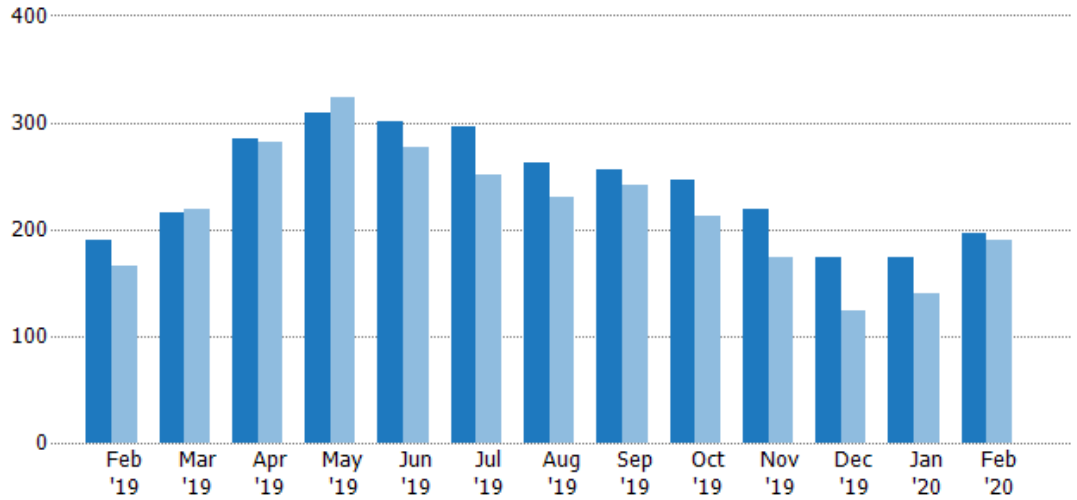
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Feb '20	196	3.2%
Feb '19	190	14.5%
Feb '18	166	14.5%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	190	216	285	309	301	296	262	255	246	218	173	174	196
Prior Year	166	218	281	323	277	251	230	242	213	174	123	140	190
Percent Change from Prior Year	14%	-1%	1%	-4%	9%	18%	14%	5%	15%	25%	41%	24%	3%

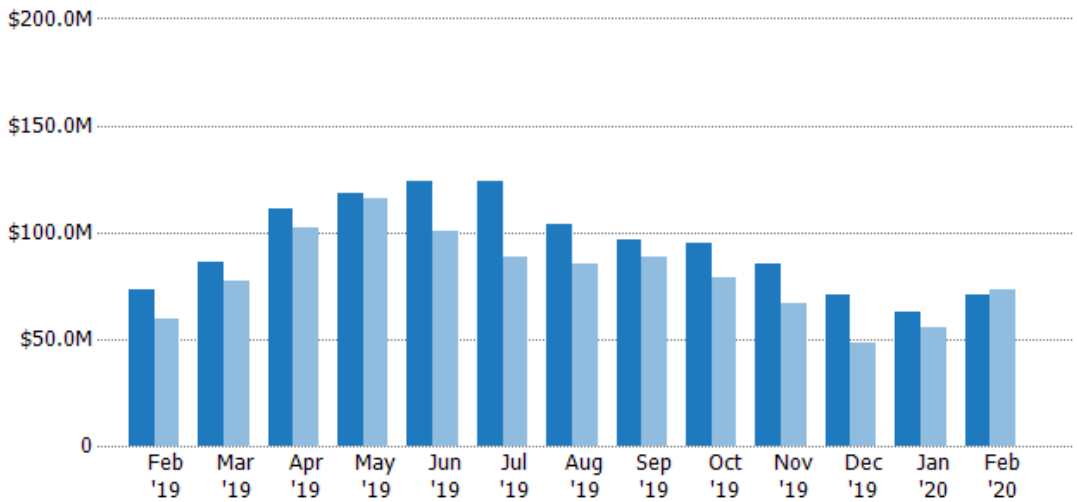
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$70.5M	-3.7%
Feb '19	\$73.2M	23.9%
Feb '18	\$59.1M	2.5%



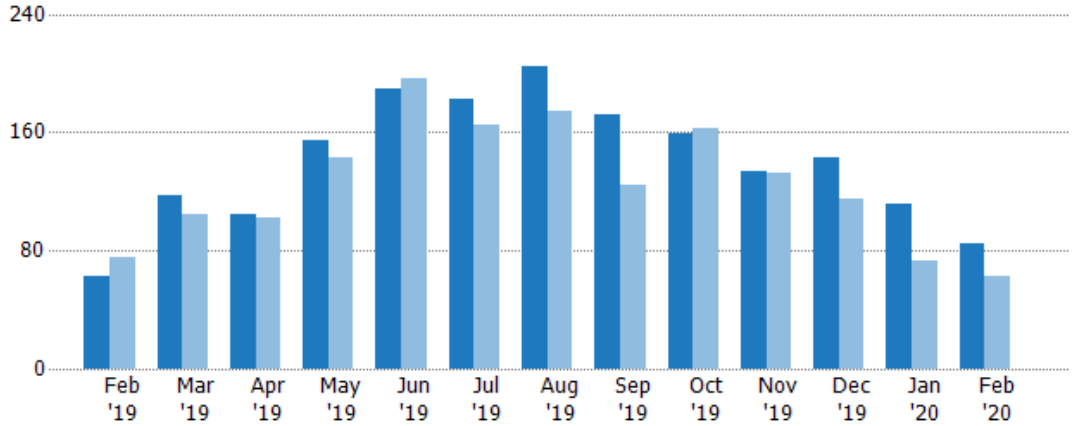
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$73.2M	\$86.1M	\$111M	\$119M	\$124M	\$124M	\$103M	\$96.1M	\$94.6M	\$85.6M	\$70.7M	\$62.3M	\$70.5M
Prior Year	\$59.1M	\$77.4M	\$102M	\$116M	\$101M	\$88.4M	\$85.1M	\$88.5M	\$78.7M	\$66.8M	\$48.3M	\$55.4M	\$73.2M
Percent Change from Prior Year	24%	11%	9%	2%	23%	41%	22%	9%	20%	28%	46%	12%	-4%

## Closed Sales

The total number of residential properties sold each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



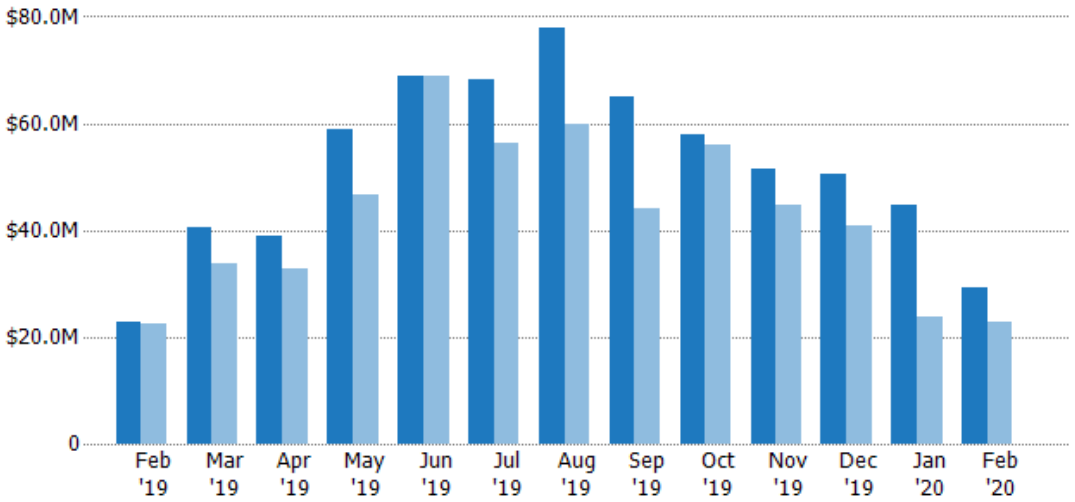
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	63	117	105	154	189	182	205	172	159	134	143	111	85
Prior Year	75	104	102	143	196	165	174	124	163	133	115	73	63
Percent Change from Prior Year	-16%	13%	3%	8%	-4%	10%	18%	39%	-2%	1%	24%	52%	35%

## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



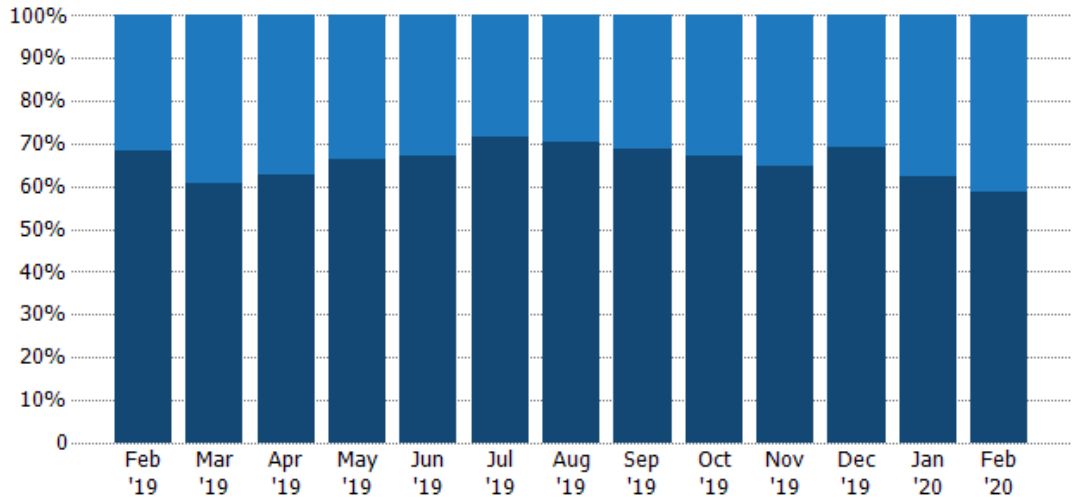
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$22.9M	\$40.4M	\$38.9M	\$58.9M	\$69M	\$68.3M	\$77.7M	\$64.9M	\$58M	\$51.5M	\$50.5M	\$44.7M	\$29.2M
Prior Year	\$22.6M	\$33.7M	\$32.9M	\$46.8M	\$68.9M	\$56.4M	\$59.9M	\$44M	\$55.9M	\$44.7M	\$40.8M	\$23.8M	\$22.9M
Percent Change from Prior Year	1%	20%	18%	26%	0%	21%	30%	48%	4%	15%	24%	88%	28%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



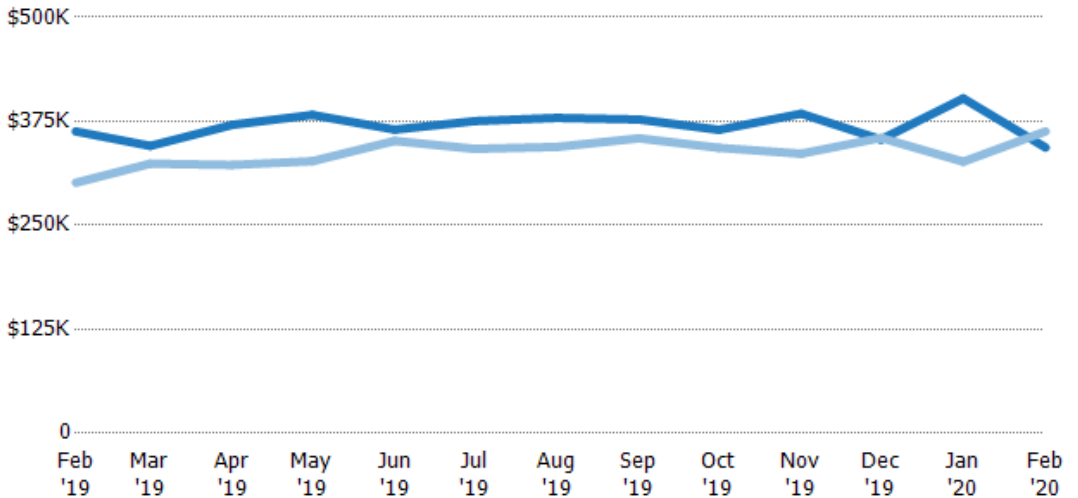
Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Condo/Townhouse	32%	39%	37%	34%	33%	29%	30%	31%	33%	35%	31%	38%	41%
Single Family Residence	68%	61%	63%	66%	67%	71%	70%	69%	67%	65%	69%	62%	59%

## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Month/Year	Price	% Chg.
Feb '20	\$343K	-5.4%
Feb '19	\$363K	20.5%
Feb '18	\$301K	16.2%

Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$363K	\$345K	\$371K	\$383K	\$365K	\$375K	\$379K	\$377K	\$365K	\$384K	\$353K	\$402K	\$343K
Prior Year	\$301K	\$324K	\$323K	\$327K	\$351K	\$342K	\$344K	\$355K	\$343K	\$336K	\$355K	\$326K	\$363K
Percent Change from Prior Year	20%	7%	15%	17%	4%	10%	10%	6%	6%	14%	-1%	23%	-5%

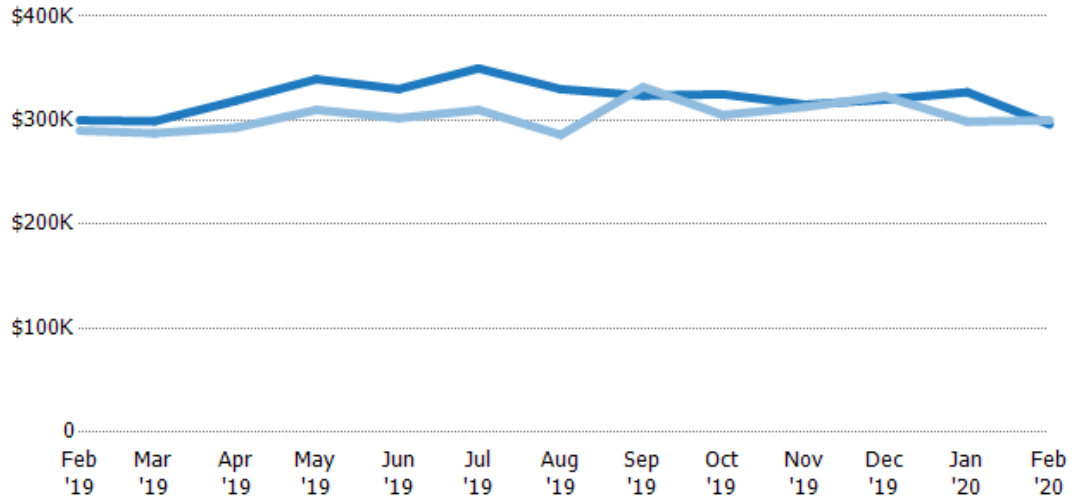
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Feb '20	\$296K	-1.3%
Feb '19	\$300K	3.4%
Feb '18	\$290K	0.5%



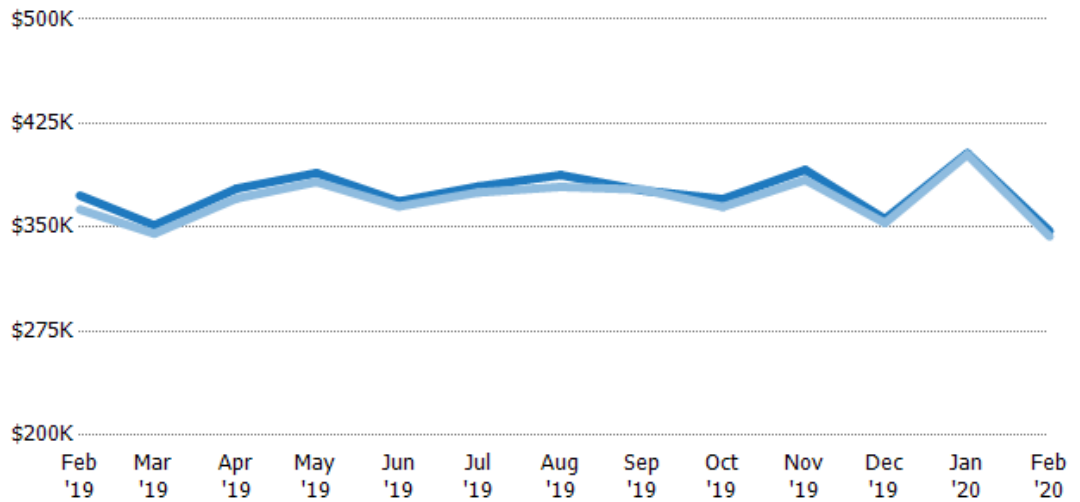
Current Year	\$300K	\$299K	\$319K	\$340K	\$330K	\$350K	\$330K	\$324K	\$325K	\$315K	\$320K	\$327K	\$296K
Prior Year	\$290K	\$288K	\$293K	\$310K	\$302K	\$310K	\$286K	\$332K	\$305K	\$313K	\$323K	\$299K	\$300K
Percent Change from Prior Year	3%	4%	9%	10%	9%	13%	15%	-2%	7%	1%	-1%	9%	-1%

## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



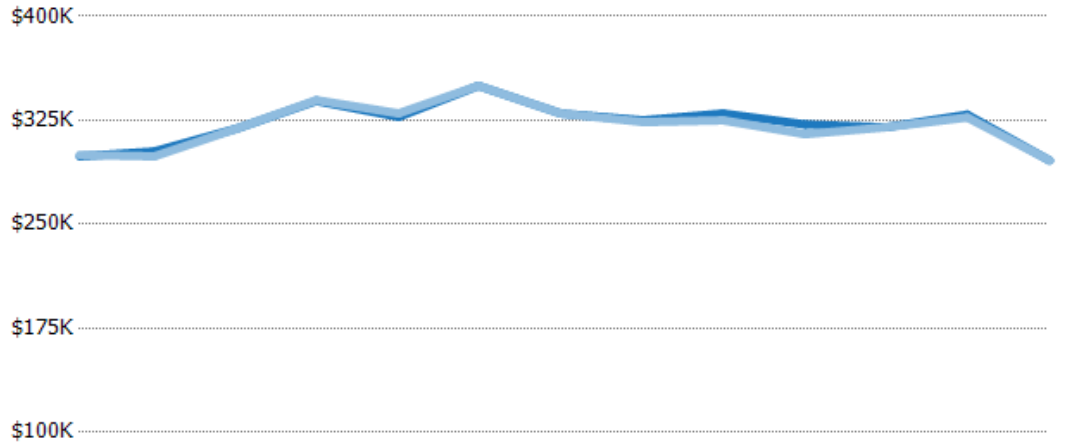
Avg List Price	\$373K	\$351K	\$378K	\$389K	\$369K	\$379K	\$388K	\$376K	\$370K	\$391K	\$356K	\$403K	\$347K
Avg Sales Price	\$363K	\$345K	\$371K	\$383K	\$365K	\$375K	\$379K	\$377K	\$365K	\$384K	\$353K	\$402K	\$343K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	98%	99%	99%	98%	100%	98%	98%	99%	100%	99%

## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



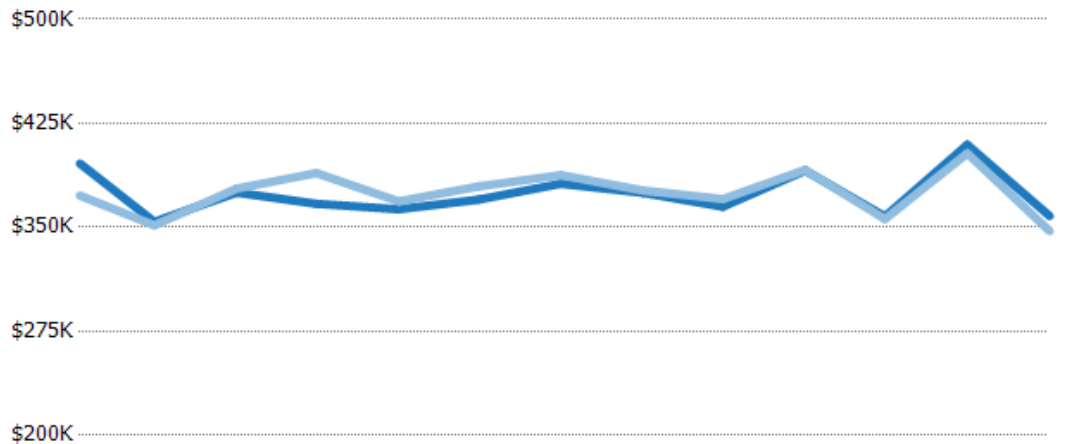
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$299K	\$303K	\$319K	\$339K	\$328K	\$350K	\$330K	\$325K	\$330K	\$322K	\$320K	\$329K	\$296K
Median Sales Price	\$300K	\$299K	\$319K	\$340K	\$330K	\$350K	\$330K	\$324K	\$325K	\$315K	\$320K	\$327K	\$296K
Med Sales Price as a % of Med List Price	100%	99%	100%	100%	101%	100%	100%	100%	99%	98%	100%	99%	100%

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



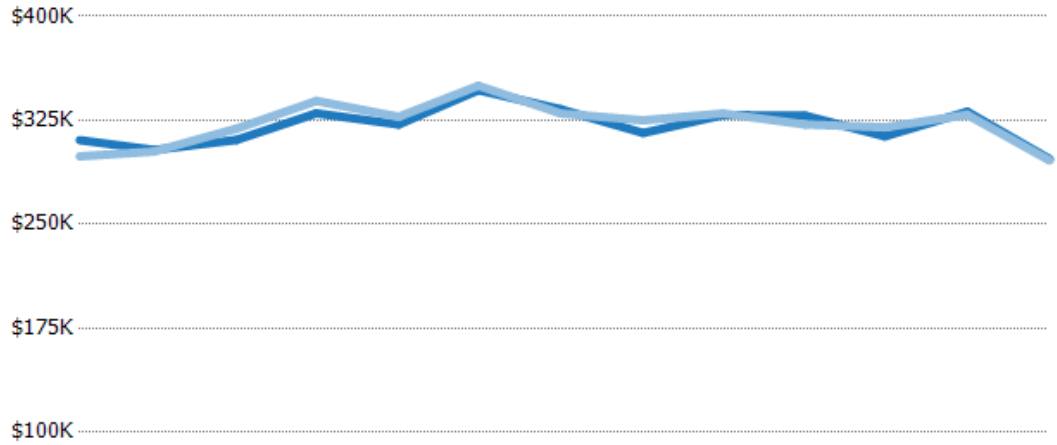
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$396K	\$354K	\$375K	\$367K	\$363K	\$370K	\$381K	\$375K	\$365K	\$391K	\$358K	\$410K	\$358K
Avg Sales Price	\$373K	\$351K	\$378K	\$389K	\$369K	\$379K	\$388K	\$376K	\$370K	\$391K	\$356K	\$403K	\$347K
Avg Sales Price as a % of Avg Est Value	94%	99%	101%	106%	102%	103%	102%	100%	101%	100%	99%	98%	97%

## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$311K	\$304K	\$311K	\$330K	\$322K	\$347K	\$333K	\$316K	\$329K	\$328K	\$313K	\$331K	\$297K
Median Sales Price	\$299K	\$303K	\$319K	\$339K	\$328K	\$350K	\$330K	\$325K	\$330K	\$322K	\$320K	\$329K	\$296K
Med Sales Price as a % of Med Est Value	96%	100%	103%	103%	102%	101%	99%	103%	100%	98%	102%	99%	100%